

# **Exhibit 97**

**From:** Scott Riddle <[sriddle@google.com](mailto:sriddle@google.com)>  
**To:** Tariq Shaukat <[tshaukat@google.com](mailto:tshaukat@google.com)>  
**Sent:** Mon, 21 Jan 2019 09:29:46 +1100  
**Subject:** Re: Retail vertical  
**Cc:** Shauna Frey <[shaunafrey@google.com](mailto:shaunafrey@google.com)>

Thanks Tariq. Will drop Stuart a line on finserv.

On Mon, 21 Jan 2019 at 05:46, Tariq Shaukat <[tshaukat@google.com](mailto:tshaukat@google.com)> wrote:

Hi Scott,  
Thanks for your email.

no counterpart yet on retail - we're interviewing folks, but are on hold as we do a broader strategic review within cloud as part of 2019/2020 planning.

other verticals:

Darryl Willis for Energy  
Tarun Bhatnagar for Automotive, Transport, and Manufacturing  
John Honeycutt (starting in a week) on Comms/Media/Gaming. Sunil Rayan will be on his team and leading Gaming specifically.

BTW, Stuart Breslow will be taking more of the lead on our efforts in finserv as a result of the strategic review - we are likely to focus mostly on financial crimes use cases, which are his specialty. Ulku will continue to play broadly across financial services.

Tariq

Tariq

On Thu, Jan 17, 2019 at 10:29 PM Scott Riddle <[sriddle@google.com](mailto:sriddle@google.com)> wrote:

Hi Tariq,  
+ Shauna (xGoogle lead for retail in AUNZ)

Apologies for the out of the blue email. I'm part of the xGoogle partnerships team in Australia. Just had a quick question on the Cloud verticals strategy. I'm aware of Greg leading healthcare and Ulku on finance. Do they have a counterpart for retail ? If not, is there any plan to staff a retail vertical for GCP ?

Thanks  
Scott

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